

HOWARD COUNTY BRAC TASK FORCE

BRAC BIT: # 89

DATE: 4 August 2010

SUBJECT(S): BBI White Paper, BBI Networking Program

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Upcoming Events/Actions:

- a. BRAC Business Initiative (BBI) Phase I White Paper (Fort Meade Regional Growth Management Committee)
 - I. **Date Published:** 30 July, 2010
 - II. **Event:** This White Paper captures the actions and the observations of BBI Phase I. This is the first of three one-year long phases.
 - III. **Location:** Please find it on the following website or send us a message and we will send it to you through email.
http://www.co.ho.md.us/PortalServices/Portaldocs/BBI_PHASEI_July2010.pdf

Discussion: BBI Networking Program

- a. The end of BBI Phase I marks a new chapter in RGMC/BBI Networking. The following are new programs that are being initiated as part of Phase II:
 - I. *BBI Match Up Data Base.* The objective is give defense agencies and defense contractors the contact information and the capabilities of small businesses in the Fort Meade Region. The only prerequisite for being in the data base is to be a BBI Partner.
 - II. *BBI Formal Networking:* The objective is to make a direct match between small businesses and user agencies and contractors. On a regular basis, we will announce that an organization has specific contracting needs and that at specific date/time/location; its representatives will meet with BBI companies that can match up with those needs. These BBI companies will be selected by the sponsoring organization through the use of the *BBI Match Up Data Base*. The first Formal Networking Event will be with Johns Hopkins Applied Physics Lab. More information to follow.
 - III. *BBI Brown Bag Lunches:* The objective is to keep small businesses up to date on information relevant to your business and Fort Meade Region contracting needs. The first meeting will be in late August, more information to follow.
 - IV. *BBI Functional Networking:* There are two primary objectives: first to bring companies that share common goals and values together to share best practices. Second, is to take these same companies, in a small group setting, and match them up with buyers of their goods and/or services.
 - V. *BBI Partner Data Base:* We will keep the current Partner Data Base up standard, so that BBI companies can use as appropriate.
 - VI. *BBI Match Making:* As many Partners have experienced, we work very hard to match up one partner with the other in terms of buying from each other or partnering for a contract. Please contact me if you have an interest. kmenser@howardcountymd.gov.
- b. BBI Phase II Test Companies: A number of our Phase I Test Companies will stay on through Phase II. We plan to select an additional 10 new Test Companies for Phase II. Watch for information on this in a separate communication.
- c. Joining the BBI: To participate in the actions above, your company must be a member of the BBI. Joining is easy, just send you contact information to rkudchadkar@howardcountymd.gov and we will follow up with you by email message. We currently have over 700 members.